

## REAL ESTATE AND BUILDING NEWS

**Sure-Enough Colonel in the Ring With a George Washington Hatchet.**

**MANY SMALL DEEDS WENT TO RECORD**

**Business of Short Month Showed Up Well, When the Real Show-down Came—Many Small Transactions Made Splendid Aggregate—New Hands at Bellows.**

"I am afraid to brag too soon, or too much, but I am of the opinion that the real estate agents have no ground of complaint. It is true that business has been dull in one way and another since the first of January, and it is also true that the bad and snowy weather of much of the month of February has had a bad effect on the real estate business and many people who were disposed to invest have been holding off for one or more reasons, but to me the outlook is mighty bright and the 'hatchet' look has not been dark. I am looking for great things as the spring days shall open up."

So spoke one of the best informed real estate agents in the city to the man of news yesterday. He went on to say that he could see no reason why business should not very soon get active and very active. In this connection he spoke of the disposition of the banks and the money holders and money lenders to turn loose their holdings in the interest of the investors, the sure enough investors.

**Last Month's Dollars.**  
And the last month's dollars, continued, "business has not been so very bad for the past month, in fact it has been very good. True it is that the very large individual sales that you newspaper men are so anxious to bring to the front have not been as numerous as you might wish, but the small sales have been all the more numerous, and they have rooted up in the aggregate to big things."

This good man's ideas seem to be corroborated by the records in the courts, and I have been looking over these records. I find that notwithstanding the fact that February is the shortest month in the year, and that in this particular year it was not for the most part a very good month for the weather, both of the rainy and snowy kind, the records of the Chancery Court show that considerable business was done in the real estate line.

Deeds up to 12 o'clock yesterday which had been admitted to record in the Chancery Court were 446, and possibly 450 or 500 more had been admitted in the office of the clerk of the County Court and all of these show there were a great many more transactions in real estate than was imagined, and an indication that a good deal of business was done that had not made public until the deeds were actually admitted to record.

The agents are all optimistic as to the outlook, and believe that the coming month, with any kind of good weather, will possibly double the amount of business accomplished in February.

**The Past Week.**  
The sales last week were confined very largely to home property, although there are some reports that indicate that there are buyers looking for business sites in various parts of the city.

Morton G. Thallinger, the young man who has opened up real estate offices in the First National Bank Building, on the second floor, tells in an indirect way of the sale of two pieces of good business property, one on the corner of Nineteenth and Main Streets that footed up about \$15,000, and in addition he tells of home properties he sold amounting to nearly as much, but for reasons best known to himself he prefers not to go into particulars.

Green & Redd made some fairly good sales that were talked of on the corners of the street, but for obvious reasons they withheld the particulars. Pollard & Burley while keeping their own counsel, admit that they had some business that was calculated to make the members of the firm smile not a little. Being pumped to the limit, they admitted that their best sales of the week were of out-of-town property, largely in the farming line.

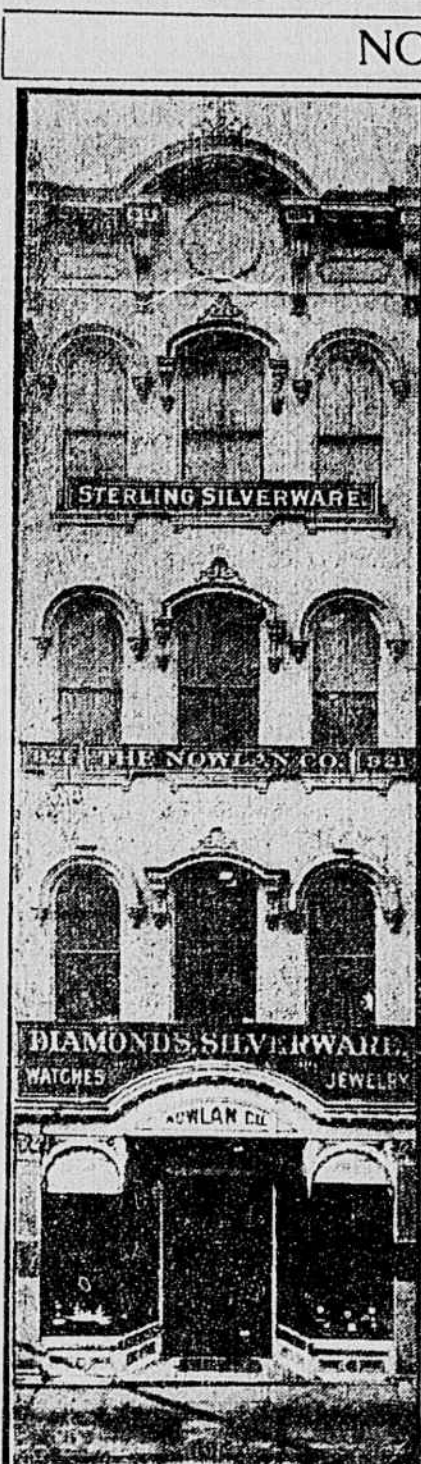
Miller & Co. confessed to some sales in the West, and that are profile of goodly commissions, but they preferred to hold back the particulars for the present.

**New Hands at the Bellows.**  
The new concern of Catlin & Brooks Company that has just opened offices at 917 Bank Street, inaugurated their start in business with the sales of two pieces of home property. This is a new concern, composed of young men who are old hands and all of the newness. William Catlin, formerly connected with the old real estate concern of Catlin & Co. and S. M. Brooks, formerly of Catlin & Co. and S. M. Brooks & Co. of Eighth Street, are the young men who compose this up-to-date and vigorous firm. Connected with them is Charles E. Trent, a man who has been in the real estate business about twenty-eight years. These young men will do a real estate, loan and insurance business at 917 Bank Street, where they are fitting up handsome offices.

**Those Things on the String.**  
Many deals, heretofore referred to in this column, that were hung on the string early in the year were kept there in some way, but they were during the cold, snowy spell that we are all quite familiar with; but with the opening of spring weather that is sure to come with the beginning of March, they will all come down and the agents are looking for much better business with the beginning of the spring than is now at hand.

As a general proposition the agents are optimistic, and all of them are looking for good business with the opening of March.

The agents generally are highly pleased that one of their number has become a colonel on the Governor's staff. Their only regret is that his \$50 uniform did not arrive in time to enable him to appear in full dress on last week's visit of the Governor and staff to Alexandria and Washington to tell the old and original George Washington story as to how real estate agents never stray from the east-iron



## DEMONSTRATORS; THEIR GOOD WORK

**Some Questions That Bob Up Are Answered in a Very General Way.**

**HOW IT HAS WORKED IN STATE**

**Review of Some Things That Have Been Done, and Things to Do.**

**BY J. C. HUNTER.**

Men from different parts of this State and from other States have asked questions. And of what advantage is the work to the farmer and to the State?

It is impossible, without going into some detail, to answer these questions in a way to make the work at all clear to those not familiar with its workings. The work of the demonstration is very far-reaching, embracing the whole principle of farm management and education of all problems relating to rural life.

A comparison may help to an understanding of the work of the demonstration agent.

In the Northern manufacturing sections there are being largely introduced efficiency experts, to tell the manufacturers how they can work to attain larger profits. In Virginia and the South generally the efficiency expert is the demonstration agent. His work is to show the farmer how to make more money from his farm.

Although the demonstration work now extends through every Southern State, and is being introduced into States North and West, we must restrict ourselves at this time to Virginia. In this brief article I shall try to give at least some idea of the scope and character of the work as it is today.

I will not attempt anything like a history of the work or its wonderful progress since it began about five years ago.

## CHESTERFIELD AND TOWN OF CHESTER

**Schoolboy's Idea of Greatness as It Is Within Rather Small Compass.**

**Views of First Prize Artist**

**Ancient County With Great Modern Possibilities and a Town in Centre.**

**BY W. R. BRUNER.**

Chester, Va., February 28.—The following essay, written by Harold T. Gayne, a pupil of the Chester Agricultural High School, has been awarded the first prize, consisting of \$5, offered by the Business Men's League of Chester for the best essay on the subject of the "Advantages of Chester and Chesterfield County." Great interest has been taken in this competition, and many well-written essays were submitted by the pupils of the school. The committee, which unanimously awarded the first prize to young Gayne, consisted of Professor Arthur Kyle Davis, president of the Southern Female College, Professor R. Randolph Jones, superintendent of Petersburg's public schools, and William M. Martin, secretary of the Chamber of Commerce.

The essayist wrote as follows: "Chesterfield County, one of the oldest of the State, was established in 1758. The county, with its many advantages, is a long and narrow peninsula between the James and Appomattox Rivers. It is twenty-eight miles long and eighteen miles wide, having an area of 48 square miles.

The county is one having many advantages and opportunities, and can be made into the banner county of the State if mankind will only make the most of its possibilities.

First, its agricultural advantages are without a doubt of the first order. The soil here one that varies greatly and is mostly tillable, enables one to grow a numerous assortment of crops; this having been proved in the exhibit at the State Fair from the Bellwood farm, which took sweepstakes over all other competitors.

Corn, wheat, oats, rye, tobacco, peanuts and hay in large quantities are grown here. Especially alfalfa, the best quality, is raised in large quantities with each ensuing year with great success, especially on the lowlands. On the uplands tobacco is raised with great success. Our farming interests are rapidly undergoing a change for the best with the advent of Northern and Western settlers, who are turning their attention to the production of butter and milk.

This county is well adapted to the growth of fruits, beautiful vineyards and orchards being established; well known and successful nurseries are to be found near Middlebrook on Burleigh Road.

**Mineral Advantages of the County.**  
Its principal minerals are coal, ochre, firebrick clay, yellow red, marl and granite. Its coal mines are said to be inexhaustible, although they have not been mined for a number of years. Most important minerals are found at Middlebrook, Clover Hill, Black Heath and Winterville, the last named being at present in full operation.

The coal fields run entirely across the county with an average width of six to eight miles. There are thought to be several thousands of acres of undeveloped coal lands still in the county.

**Fertilizer Economies.**  
I shall mention in this connection the buying of fertilizer ingredients separately, and mixing them at home in the right proportion for different

## COST OF GROWING VIRGINIA APPLES

**Can It Be Reduced to the Betterment of the Apple Growers?**

**DR. S. W. FLETCHER'S IDEA**

**Talk Before Horticultural Society Reproduced in Chesterfield Before Clover Hill Club.**

**BY W. R. BRUNER.**

The Clover Hill Farmers' Club has a way of getting the very best of all the information discussions on better farming, better fruit growing or better anything else, whether these discussions are before State, county or county conventions or club meetings. To illustrate: The Clover Hill Club sent a representative, George E. Wray, to the recent annual meeting of the State Horticultural Society, held in this city in January last, and he went back home with his pocket filled with short-hand reports of things he heard.

At the next meeting of the club Mr. Wray read as follows: "There are two ways to reduce the cost of producing apples in Virginia. One way is to produce fruit that will sell for a higher price, and a higher price of first-class fruit."

One way is to give the orchard better care and secure high grade fruit, the other way is to neglect the orchard and let it produce less than it should, and so produce fruit that will sell for a lower price.

It is no credit to any man that he is able to produce a barrel of apples for \$1. If he can produce a barrel of apples for \$1.25, he has made more money.

The profit in apple growing, as in every other industry, is the difference between the cost of production and the selling price, whether high or low. Reducing the cost does not necessarily mean the cutting down of expenses; it may mean more intensive culture, heavier expenses, and larger returns. But higher cost is offset by increased returns only up to a certain point, and that point is different in every orchard. The business fruit grower must work out orchard management to make the difference between cost and selling price as large as possible.

**The Frost Problem.**  
The advantage of an elevated site as a protection against frost has been manifested this past season. Instantly from frosts gives the orchardist an immense advantage in cost of production, which may more than offset the higher cost of maintaining steep mountain orchards, as compared with foot, hill and lowland orchards more likely to be injured by frost.

The use of smudge pots may remedy or modify the evil of frost, but it adds heavily to the cost—more heavily in Virginia than in the Pacific States, because we have more frosty nights during the blossoming season. Good air drainage is cheaper than smudging, and perhaps more effective. The cheapest method of the higher the cost of the State are on extremely steep lands, often set at an angle of 45 degrees. Possibly we have carried this practice to extremes, the cost of spraying is heavy, and the margin between cost and selling price becomes small. Good fruit can be grown on gentle

## VIRGINIA LEADS BUTTER PRODUCTS

**Cow Owned and Bred by Virginia Polytechnic Institute Wears the Belt.**

**BUCKEYE DE KOL PAULINE II.**

**BY W. R. BRUNER.**

Blacksburg, Va., February 28.—The Virginia Polytechnic Institute announces a world's record among college and experiment station herds. Buckeye De Kol Pauline II, No. 94246, a seven-year-old Holstein-Friesian cow, between February 9, 1913 and February 9, 1914, produced 26,784.3 pounds of milk containing 1,159.01 pounds of butter. The average per cent of fat in her milk for the year was 4.44. This would be equivalent to 3,262.4 quarts, which, at 10 cents per quart would sell for \$326.24. At the price paid for milk in many cities in the State, this cow has produced \$248 worth of milk every day in the year based upon the average consumption of milk per capita in the cities of the United States, this cow has furnished for the past year the milk supply for more than 100 persons.

**A State Institution.**  
This cow is essentially a product of the breeding and management of cattle taught and produced at the Virginia Polytechnic Institute. The cow and dam were purchased in Ohio by the college more than ten years ago. No ancestor either on her sire's or dam's side has approached her record, although she has been bred to the best of the breed. She has been cared for and milked almost entirely by students. Fourteen students have had an active part in her care for the year, and have been observed her to a greater or less extent. During this time she has been tested four times by the State Board, once by the State Dairy and Food Commissioner personally, once by a representative of the Dairy Division at Washington, twice by representatives of Kentucky Experiment Station, and four times by representatives of the Virginia Agricultural Experiment Station.

**Old Virginia Never Tires.**  
The value of this cow to the State of Virginia and to the Virginia Polytechnic Institute is hard to estimate. Her record proves conclusively that dairy sections of the North possess no advantages over Virginia in securing maximum dairy production.

Three of her sons and one full brother are in service in this State at the present time. One daughter is in this herd, but is not yet in milk. She should still be in service herself for five years or more.

From an educational standpoint she is of inestimable value to the college and the dairy husbandry department. She exemplifies the best Holstein-Friesian form and breeding. Her management and feeding, as shown by the results obtained, forms the greatest object lesson along these lines. It is often charged that instruction in agricultural branches is made too technical for practical applications. A demonstration of this nature gives the student confidence in his work such as is hard to impart in any other way. It furnishes him inspiration which must result in successful endeavors when

## FISH AND OYSTERS IN NORTH CAROLINA

**Town That Banks Largely on the Product of the Wide Waters.**

**COASTWISE TOWN IN THE SAND**

**BY S. R. WINTERS.**

Atlantic, N. C., February 28.—As a wealth-producing agent the oyster and fishing industry of the coastal section of Eastern Carolina is joint shareholder with the forestry resources of Western Carolina or the tobacco and cotton industries of the Piedmont section in the industrial development of the Old North State. Hundreds of small sized towns have sprung up in the West as the outgrowth of thriving logging camps, and the tobacco industry of the South has produced a similar growth of towns. Likewise the oyster and fishing industry of the coastal section has produced a similar growth of towns. Located thirty miles northeast of Morehead City (the distributing point for fishery markets in Virginia and North Carolina) is a small town of 1,000 people, the principal source of the oyster and fishing industry of the coastal section. It is a town that banks largely on the product of the wide waters.

**The Red Man's Ideal.**  
As a seaside fishing town, Atlantic's flattering inducements date back to the long ago. The town made its name as a fishing ground, and so its name is preserved. The name of the town is Atlantic, and the name of the town is Atlantic. The name of the town is Atlantic, and the name of the town is Atlantic.

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## HOUSE OF NOWLAN HAS UNIQUE RECORD

**Great Richmond Jewelry House Is Part of City's Industrial History.**

**OLD BUSINESS FIRM BECOMES VERY NEW**

**Keeps Right Up to Date All the Time—Started in Petersburg, Developed in Richmond, and Has Kept the Record Good All These Years.**

One of the oldest and best known mercantile and industrial establishments of Richmond has within the past few weeks been undergoing a kind of reorganization, a reorganization necessitated by the laws of human agency cannot control. The history of the Nowlan Jewelry House is largely a part of the history of Richmond and equally an interesting one.

The death in November last of that patriotic Richmond citizen, Robert E. Macomber, who for many years was the president of the Nowlan Company, necessitated a new selection of officers of the well-known company, and in a measure a change in the management of the business.

The reorganization resulted in the election of the following officers of the present Nowlan Company: Robert L. Winston, president and general manager; A. R. Nelson, vice president; E. G. Thomas, secretary and treasurer, and the following directors: R. L. Winston, L. N. Macomber, A. R. Nelson, H. T. Elyson and E. G. Thomas.

This reorganization of an old company calls to mind that the Nowlan Company is one of the old institutions of Richmond, one that has made Richmond famous and one that latter day Richmond, as well as the old-timers, is proud of.

It is a retail jewelry establishment that all of Richmond and all of Virginia and North Carolina, as for that matter, are proud of, and as before mentioned its history is largely linked with the better history of Richmond. The old and in every way reliable jewelry house of Nowlan & Co. was first established in Petersburg, and a great many mighty good things were their start in that ver good old Virginia town. It was established in that town away back yonder in the year 1850 by Thomas Nowlan, a few years thereafter the late Robert E. Macomber, then a mere boy, went to live with Mr. Nowlan, first just as a clerk and then as a partner.

**Richmond Looked Good.**  
Up to the breaking out of the War between the States they conducted a thriving and most profitable business in the jewelry line. The times were not especially good for the jewelry business, especially in the towns and cities that were the centre of activities of a war kind.

At the close of the war these good people found their business in bad shape, and that, as in many other kinds of business, capital and even energy were badly depleted, and their own particular business was well-nigh gone. Nothing daunted, however, they looked the situation square in the face. They saw the devastation that had come to the city on it. They saw the Cockeyde City. It was, and like some other mighty good men of that day and time, they turned their eyes longingly to Richmond, and they decided for the kind of new activities they proposed to turn into business. Accordingly, in the good year 1866, these good men moved to Richmond and established themselves and their business in the jewelry line, and style of Nowlan & Co. at the corner of Main and Tenth Streets.

It is a matter of history that these young men—and they were, comparatively speaking—were the first to build and commence business in what was then the "burnt district" of devastated Richmond.

**Among the First Rebuilders.**  
Just how they got there and just how they managed it all, history does not disclose, but the fact remains that they were among the first to show in Richmond, after the war, that the stock of the goods in the jewelry line, commencing with such a stock, and with strict attention to business from the very first, had been always in the interest of the customer and always guaranteeing the quality of every article they offered for sale.

They were not long in gaining the confidence of the good people of Richmond, but of the whole State and of the good State of North Carolina. It was not to be wondered at that in a very few years the business of this firm had grown to such proportions as to require a larger store and one better suited to their purposes. I do not know just when the change came, but it did come in due time, and the Nowlan Company has since then occupied at 221 East Main Street, a store, or may I say, a stand—that has become famous in the history of Richmond.

The business grew not only in Richmond, but throughout Virginia and North Carolina, and it was necessary to enlarge it from year to year to meet the requirements.

**The Nowlan Company.**  
I think it was in 1895 that the Nowlan Company was incorporated, and then the officers were Thomas Nowlan, president; Robert E. Macomber, vice president; and Robert L. Winston, secretary and treasurer. A few years later Mr. Nowlan retired from the business, and was succeeded by Mr. Macomber as president of the company. Always in the history of the enlargement and extension of their business, the company then rented their store with the most modern and up-to-date fixtures for the display of their large and elegant stock of fine diamonds, watches, solid gold jewelry and brass jewelry, and installed in their shops on the second and third floors modern machinery for the manufacture and repairing of fine jewelry and watches and the remounting of diamonds and other precious stones.

**Unique Distinction.**  
Under this reorganization their business has been greatly increased, not only locally, but throughout Virginia and the Carolinas, and dealing exclusively in the jewelry line.

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